

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE MEETING REPORT

The Real Estate Board Education Committee met on September 17, 2008, at the Department of Professional and Occupational Regulation in Richmond.

Committee Members present: Judith Childress, Chair
 Byrl P. Taylor
 Scott Gaeser

Staff Member present: Kevin Hoeft, Education Administrator

The meeting was called to order at 3:05 p.m.

A motion was made and approved unanimously to approve the agenda.

The following actions were taken:

A. Four Proprietary School Applications were approved:

1. Thomas W. Richey, dba Richey Resources, Houston, TX
Contact: Thomas W. Richey
2. Servpro of Southeastern Virginia, dba Servpro of
Southeastern Virginia, Virginia Beach, VA
Contact: Robert Simeone
3. Kenneth R. Parker, dba Feng Shui Technology,
Gainesville, GA
Contact: Rochel Parker
4. Continental Appraisal Consultants, Ltd.
Richmond, VA
Contact: Lore Deastra

B. 123 Continuing Education Courses were reviewed. Of these courses:

Four previously approved continuing education course applications for approved schools were approved:

1. 58677 Virginia 8 hour Mandatory Continuing Education (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Coldwell Banker Residential Brokerage School of Real Estate

2. 58678 Virginia 8 hour Mandatory Continuing Education (On-line), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Long & Foster Institute of Real Estate
3. *58850 Social Media Risk Management, 2 hours Real Estate Related, Williamsburg Real Estate School
4. 58865 Virginia 8 hour Mandatory Continuing Education (On-line), 2 hours Fair housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Contracts, 1 hour Real Estate Agency, Central Virginia School of Real Estate

105 original continuing education course applications for approved schools were approved outright, 1 was approved conditioned on receiving additional course materials, and 1 was not approved:

1. 58637 Brokerage Management - 8 hours (On-line), 8 hours Broker Management, McKissock, LP
2. 58639 Minimizing Liability in the Real Estate Broker-Client Relationship, 7 hours Real Estate Related, NBI, Inc.
3. *58640 Getting the Most Accurate Appraisal, 4 hours Real Estate Related, VAR
4. *58642 Fair Housing - Reasonable Modifications & Accommodations for Persons with Disabilities, 2 hours Fair Housing, VAR
5. *58646 Green Building for the Real Estate Professional, 3 hours Real Estate Related, Dulles Area Association of Realtors
6. 58648 Site Plan and Subdivision Law in Virginia, 7 hours Real Estate Related, Lorman Business Center, Inc.
7. *58655 Its All about the Water, 2 hours Real Estate Related, VAR
8. 58660 **Telecommunications in Distressed Real Estate, 10 hours Legal Updates, Law Seminars International (Pending approval - Need Course Materials)**
9. *58661 How it Is, Is not how it Was: Keys to Dealing with a Challenging Market, 1 hour Real Estate Related, RAR

10. 58665 Zoning, Subdivision and Land Development Law, 7 hours Real Estate Related, Lorman Business Center, Inc.
11. 58674 ECOBROKER Environmental Advantage, 6 hours Real Estate Related, ECOBROKER
12. 58675 ECOBROKER Energy Advantage, 6 hours Real Estate Related, ECOBROKER
13. 58676 ECOBROKER Green Market Advantage, 6 hours Real Estate Related, ECOBROKER
14. *58680 3 Hour Current Real Estate Issues - Appraisal, 3 hours Real Estate Related, Alpha College of RE
15. *58682 1 Hour Understanding 1031 Tax Exchange, 1 hour Real Estate Related, Alpha College of RE
16. *58684 2 Hour Understanding 1031 Tax Exchange, 2 hours Real Estate Related, Alpha College of RE
17. 58686 Shortsale Brokerage, 3 hours Broker Management, Real Estate Career Academy
18. 58688 VA Mandatory Broker and Agent Supervision (On-line), 8 hours Broker Management, Kaplan Real Estate Schools
19. *58691 Systems and Strategies Necessary to Create an Effective and Profitable Real Estate Business, 6 hours Real Estate Related, VAR
20. *58694 Risk Reduction: Intl. Bus. Factors Affecting your Local Market, 3 hours Real Estate Related, NRVAR
21. *58696 Expand Your Market, 3 hours Real Estate Related, NRVAR
22. 58698 Sustainable Housing and Building Green (On-line), 8 hours Real Estate Related, Dearborn Financial Publishing, Inc.
23. *58700 Tom Plofchan Seminar: Short Sales, Foreclosure, Traditional Sale & Deed in Lieu of Foreclosure, 1 hour Real Estate Related, Long & Foster Institute of Real Estate
24. *58702 Investment Options for 1031 Exchanges, 1 hour Real Estate Related, Long & Foster Institute of Real Estate
25. *58704 Growing your Business with FHA, 4 hours Real Estate Related, Long & Foster Institute of Real Estate
26. *58706 Understanding the Virginia Uniform Statewide Building Code, 2 hours Real Estate Related, VAR

27. *58713 Estate Planning for Realtors, 2 hours Real Estate Related, Provident School of Real Estate
28. 58717 Relocation, Fair Housing, and Diversity (On-line), 3 hours Real Estate Related, Americas Best
29. 58718 Buyers - From Contact Through Closing (On-line), 6 hours Real Estate Related, Americas Best
30. 58719 Disclosure (On-line), 3 hours Ethics & Standards of Conduct, Americas Best
31. 58729 5-Hour REIN'S Standard Purchase Agreement Review, 5 hours Real Estate Contracts, Alpha College of Real Estate
32. *58730 Home Staging for Realtors, 2 hours Real Estate Related, RAR
33. *58732 Selling New Homes as a General Brokerage Agent, 3 hours Real Estate Agency, PWAR
34. *58737 Lifeboat Drill (Taxes), 1 hour Real Estate Related, PWAR
35. *58739 1 Hour Understanding Deed and Tenancy, 1 hour Real Estate Related, Alpha College of Real Estate
36. *58741 2 Hour Why Recommend Surveys and Owner's Title Insurance?, 2 hours Real Estate Related, Alpha College of Real Estate
37. *58743 4 Hour Understanding the Settlement Agent's Role, 4 hours Real Estate Related, Alpha College of Real Estate
38. 58745 Broker Management, 8 hours Broker Management, NRVAR
39. 58746 Escrow, Supervision, Advertising & Office Policy, 4 hours Broker Management, PWAR
40. *58748 Bed Bugs, 2 hours Real Estate Related, VAR
41. 58750 **Cost Segregation Analysis Course, 4 hours Broker Management, VAR (Not approved - not Broker Management material).**
42. 58751 Cost Segregation Analysis Course, 4 hours Real Estate Related, VAR
43. *58752 12 Simple Ways to Increase your Bottom Line, 2 hours Real Estate Related, VAR
44. *58754 12 Simple Ways to Increase your Bottom Line, 3 hours Real Estate Related, VAR
45. *58756 Real Estate Investing Made Easy, 2 hours Real Estate Related, VAR
46. *58758 Real Estate Investing Made Easy, 3 hours Real Estate Related, VAR

47. *58760 Using Return on Equity to Double your Income, 2 hours Real Estate Related, VAR
48. *58762 Using Return on Equity to Double your Income, 3 hours Real Estate Related, VAR
49. *58780 Blood Borne Pathogen Prevention Training, 2 hours Real Estate Related, VAR
50. *58782 Risk Reduction Techniques (On-line), 4 hours Real Estate Related, Alpha College of Real Estate
51. *58788 Practical Landlording - 2 hours, 2 hours Real Estate Related, Moseley-Dickinson Academy of Real Estate
52. *58790 Do Not Call Rules and Regulations (classroom), 2 hours Real Estate Related, Moseley Real Estate Schools
53. *58791 Not Call Rules and Regulations (**CRP**), 2 hours Real Estate Related, Moseley Real Estate Schools
54. *58792 Home Sales and the Economy (classroom), 2 hours Real Estate Related, Moseley Real Estate Schools
55. *58793 Home Sales and the Economy (**CRP**), 2 hours Real Estate Related, Moseley Real Estate Schools
56. *58794 Agent Supervision and Management (classroom), 8 hours Broker Management, Moseley Real Estate Schools
57. *58795 Agent Supervision and Management (**CRP**), 8 hours Broker Management, Moseley Real Estate Schools
58. *58796 Real Estate Agency (classroom), 1 hour Real Estate Agency, Moseley Real Estate Schools
59. *58797 Real Estate Agency (**CRP**), 1 hour Real Estate Agency, Moseley Real Estate Schools
60. *58798 Real Estate Ethics & Standards of Conduct (classroom), 3 hours Ethics & Standards of Conduct, Moseley Real Estate Schools
61. *58799 Real Estate Ethics & Standards of Conduct (**CRP**), 3 hours Ethics & Standards of Conduct, Moseley Real Estate Schools
62. *58800 Fair Housing (classroom), 2 hours Fair Housing, Moseley Real Estate Schools
63. *58801 Fair Housing (**CRP**), 2 hours Fair Housing, Moseley Real Estate Schools
64. *58802 Smart Growth in Virginia (classroom), 1 hour Real Estate Related, Moseley Real Estate Schools

- 65. *58803 Smart Growth in Virginia (**CRP**), 1 hour Real Estate Related, Moseley Real Estate Schools
- 66. *58804 Internet's Effect on Virginia Real Estate Transactions (classroom), 1 hour Real Estate Related, Moseley Real Estate Schools
- 67. *58805 Internet's Effect on Virginia Real Estate Transactions (**CRP**), 1 hour Real Estate Related, Moseley Real Estate Schools
- 68. *58806 Real Estate Contracts (classroom), 1 hour Real Estate Contracts, Moseley Real Estate Schools
- 69. *58807 Real Estate Contracts (**CRP**), 1 hour Real Estate Contracts, Moseley Real Estate Schools
- 70. *58808 Navigating the Turbulent Mortgage Marketplace, 2 hours Real Estate Related, Moseley-Flint Schools of Real Estate
- 71. *58810 Life is Credit, 3 hours Real Estate Related, Blue Ridge Real Estate School
- 72. *58812 Environmental Issues (On-line), 4 hours Real Estate Related, Alpha College of Real Estate
- 73. 58814 Risk Management & Creating a Positive Office Environment, 4 hours Broker Management, PWAR
- 74. 58815 Risk Management & Creating a Positive Office Environment, 4 hours Broker Management, Avery Hess Academy of Real Estate
- 75. 58816 Broker Management - An Overview of Escrow, Supervision, Advertising & Office Policies & Procedures, 4 hours Broker Management, Avery Hess Academy of Real Estate
- 76. *58817 Surround Sound Training, 3 hours Real Estate Related, Blue Ridge Real Estate School
- 77. 58819 Appraisal Closeup - Highest and Best Use (On-line), 6 hours Real Estate Related, Americas Best
- 78. 58820 Appraisal Closeup - Market Analysis (On-line), 6 hours Real Estate Related, Americas Best
- 79. 58821 Brokerage Administration and Management (On-line), 3 hours Broker Management, Americas Best

80. 58822 Broker Risk Management (On-line), 3 hours
Broker Management, Americas Best
81. 58823 Human Resources (On-line), 3 hours
Broker Management, Americas Best
82. 58824 FHA Financing, 3 hours Real Estate
Related, GCAAR
83. 58825 Foreclosures, 3 hours Real Estate
Related, GCAAR
84. 58826 Going Green, 3 hours Real Estate
Related, GCAAR
85. 58827 Negotiating During Rough Times, 1 hours
Real Estate Related, GCAAR
86. 58828 Rental Property Management, 3 hours
Real Estate Related, GCAAR
87. 58829 Short Sales, 3 hours Real Estate Related,
GCAAR
88. 58830 Staging to Sell, 1 hour Real Estate
Related, GCAAR
89. 58831 Cultivating Internet Business, 1 hour Real
Estate Related, GCAAR
90. 58832 Starting Over in a New Market, 1 hour Real
Estate Related, GCAAR
91. 58833 Leading and Coaching Your Team, 1 hour
Real Estate Related, GCAAR
92. *58840 Virginia Legislative Updates (classroom),
1 hour Legal Updates, Moseley Real Estate
Schools
93. *58841 Virginia Legislative Updates (**CRP**),
1 hour Legal Updates, Moseley Real Estate
Schools
94. *58842 Legal Ethics and Professionalism in Real
Estate Law (classroom), 2 hours Real
Estate Related, Moseley Real Estate
Schools
95. *58843 Legal Ethics and Professionalism in Real
Estate Law (**CRP**), 2 hours Real Estate
Related, Moseley Real Estate Schools
96. *58844 Virginia Real Estate Law Update
(classroom), 2 hours Fair Housing, 3 hours
Ethics and Standards of Conduct, 1 hour
Legal Updates, 1 hour Real Estate Agency,
1 hour Real Estate Contracts, Moseley Real
Estate Schools
97. *58845 Virginia Real Estate Law Update
(**CRP**), 2 hours Fair Housing, 3 hours
Ethics and Standards of Conduct, 1 hour
Legal Updates, 1 hour Real Estate Agency,

- 1 hour Real Estate Contracts, Moseley Real Estate Schools
98. *58846 Virginia Salesperson CE: Mandatory and Elective Topics (classroom), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, 8 hours Real Estate Related, Moseley Real Estate Schools
99. *58847 Virginia Salesperson CE: Mandatory and Elective Topics (**CRP**), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, 8 hours Real Estate Related, Moseley Real Estate Schools
100. *58848 Virginia Broker CE: Mandatory and Elective Topics (classroom), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, 8 hours Real Estate Related, 8 Hours Broker Management, Moseley Real Estate Schools
101. *58849 Virginia Broker CE: Mandatory and Elective Topics (**CRP**), 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, 8 hours Real Estate Related, 8 Hours Broker Management, Moseley Real Estate Schools
102. *58852 The Nuts & Bolts of a Like-Kind Exchange - 2 Hour, 2 hours Real Estate Related, Williamsburg Real Estate School
103. *58854 Purchase Agreement & Appraisal Review, 3 hours Real Estate Related, Entry Realty School, LLC
104. *58856 Credit Scoring and Buyer Qualification, 4 hours Real Estate Related, Entry Realty School, LLC
105. *58858 Introduction to Mortgage Lending & Predatory Lending, 3 hours Real Estate Related, Entry Realty School, LLC
106. *58860 Loan Programs and Products, 3 hours Real Estate Related, Entry Realty School, LLC

107. *58862 Mortgage & Real Estate Fraud, 2 hours Real Estate Related, Dulles Area Association of Realtors

Twelve original continuing education course applications with pending school applications were approved:

1. *58666 25 Tough Market Home Selling Secrets, 4 hours Real Estate Related, Richey Resources
2. 58720 3 Hour Fire & Smoke Damage, 3 hours Real Estate Related, Servpro of Southeastern Virginia
3. 58721 1 Hour Business or Property Interruption Plan, 1 hour Real Estate Related, Servpro of Southeastern Virginia
4. 58722 2 Hour Property or Business Interruption Plan, 2 hours Real Estate Related, Servpro of Southeastern Virginia
5. 58723 2 Hour Fire & Smoke Damage, 2 hours Real Estate Related, Servpro of Southeastern Virginia
6. 58724 1 Hour Mold - Understanding "The Mold Issue", 1 hour Real Estate Related, Servpro of Southeastern Virginia
7. 58725 2 Hour Mold - Understanding "The Mold Issue", 2 hours Real Estate Related, Servpro of Southeastern Virginia
8. 58726 1 Hour Storm & Flood Emergency Planning & Restoration, 1 hour Real Estate Related, Servpro of Southeastern Virginia
9. 58727 3 Hour The Truth About Water Damage Restoration, 3 hours Real Estate Related, Servpro of Southeastern Virginia
10. 58728 2 Hour The Truth About Water Damage Restoration, 2 hours Real Estate Related, Servpro of Southeastern Virginia
11. 58747 3 Hour Mold - Understanding Mold, 3 hours Real Estate Related, Servpro of Southeastern Virginia
12. *58834 CMA vs. Appraisal, 1 hour Real Estate Related, Continental Appraisal Consultants, LTD

- C. 54 Post License Education Course Applications were reviewed. Of these course applications:

7 previously approved post license education course applications for approved schools were approved:

1. 58654 Land Development (Land) (On-line), 3 hours Commercial Real Estate Elective Topics, Kaplan Real Estate Schools
2. 58708 Ethics & Standards of Conduct/Current Industry Issues and Trends (On-line), 3 hours Residential Real Estate Mandatory Topics, American Business College, Inc.
3. 58709 Real Estate Law (On-line) 3 hours Residential Real Estate Mandatory Topics, American Business College, Inc.
4. 58710 Fair Housing (On-line) 3 hours Residential Real Estate Mandatory Topics, American Business College, Inc.
5. 58711 Agency Law (On-line) 3 hours Residential Real Estate Mandatory Topics, American Business College, Inc.
6. 58712 Offer to Purchase (On-line), 3 hours Residential Real Estate Mandatory Topics, American Business College, Inc.
7. *58851 Social Media Risk Management (Technology), 2 hours Residential Real Estate Elective Topics, Williamsburg Real Estate School

45 original post license education course applications for approved schools were approved:

1. *58641 Getting the Most Accurate Appraisal (Property Valuation/Listing Process), 4 hours Residential Real Estate Elective Topics, VAR
2. *58643 Fair Housing - Reasonable Modifications & Accommodations for Persons with Disabilities (Current Industry Issues and Trends), 2 hours Property Management Elective Topics, VAR
3. *58647 Green Building for the Real Estate Professional (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Dulles Area Association of Realtors
4. *58656 Its All about the Water (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
5. *58662 How it Is, Is not how it Was: Keys to Dealing with a Challenging Market (Other

- Real Estate Related), 1 hour Residential Real Estate Elective Topics, RAR
6. *58681 3 Hour Current Real Estate Issues - Appraisal (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Alpha College of RE
 7. *58683 1 Hour Understanding 1031 Tax Exchange (Finance), 1 hour Residential Real Estate Elective Topics, Alpha College of RE
 8. *58685 2 Hour Understanding 1031 Tax Exchange (Finance), 2 hours Residential Real Estate Elective Topics, Alpha College of RE
 9. *58692 Systems and Strategies Necessary to Create an Effective and Profitable Real Estate Business (Business Planning), 4 hours Residential Real Estate Elective Topics, VAR
 10. 58693 Systems and Strategies Necessary to Create an Effective and Profitable Real Estate Business (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
 11. *58695 Risk Reduction: Intl. Bus. Factors Affecting your Local Market (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, NRVAR
 12. *58697 Expand Your Market (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, NRVAR
 13. *58701 Tom Plofchan Seminar: Short Sales, Foreclosure, Traditional Sale & Deed in Lieu of Foreclosure (Other Real Estate Related), 1 hour Reside Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
 14. *58703 Investment Options for 1031 Exchanges (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
 15. *58705 Growing your Business with FHA (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
 16. *58707 Understanding the Virginia Uniform Statewide Building Code (Current Industry Issues and Trends), 2 hours Property Management Elective Topics, VAR

17. *58714 Estate Planning for Realtors (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Provident School of Real Estate
18. *58731 Home Staging for Realtors (Property Valuation/Listing Process), 2 hours Residential Real Estate Elective Topics, RAR
19. *58733 Selling New Homes as a General Brokerage Agent (Ethics & Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, PWAR
20. *58738 Lifeboat Drill (Taxes)(Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, PWAR
21. *58740 1 Hour Understanding Deed and Tenancy (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
22. *58742 2 Hour Why Recommend Surveys and Owner's Title Insurance?, (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
23. *58744 4 Hour Understanding the Settlement Agent's Role (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
24. *58749 Bed Bugs (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
25. *58753 12 Simple Ways to Increase your Bottom Line (Finance), 2 hours Residential Real Estate Elective Topics, VAR
26. *58755 12 Simple Ways to Increase your Bottom Line (Finance), 3 hours Residential Real Estate Elective Topics, VAR
27. *58757 Real Estate Investing Made Easy (Finance), 2 hours Residential Real Estate Elective Topics, VAR
28. *58759 Real Estate Investing Made Easy (Finance), 3 hours Residential Real Estate Elective Topics, VAR
29. *58761 Using Return on Equity to Double your Income (Finance), 2 hours Commercial Real Estate Elective Topics, VAR

30. *58763 Using Return on Equity to Double your Income (Finance), 3 hours Commercial Real Estate Elective Topics, VAR
31. *58781 Blood Borne Pathogen Prevention Training (Current Industry Issues and Trends), 2 hours Property Management Elective Topics, VAR
32. *58783 Risk Reduction Techniques (Other Real Estate Related) (On-line), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
33. 58785 Introduction to the Real Estate Profession - Part 1 (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, NRVAR
34. 58786 Introduction to the Real Estate Profession - Part 2 (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, NRVAR
35. *58789 Practical Landlording - 2 hours (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate
36. *58809 Navigating the Turbulent Mortgage Marketplace (Finance), 2 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of RE
37. *58811 Life is Credit (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Blue Ridge Real Estate School
38. *58813 Environmental Issues (Other Real Estate Related (On-line), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
39. *58818 Surround Sound Training (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Blue Ridge Real Estate School
40. *58853 The Nuts & Bolts of a Like-Kind Exchange - 2 Hour (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Williamsburg Real Estate School
41. *58855 Purchase Agreement & Appraisal Review (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Entry Realty School, LLC

- 42. *58857 Credit Scoring and Buyer Qualification (Finance), 4 hours Residential Real Estate Elective Topics, Entry Realty School, LLC
- 43. *58859 Introduction to Mortgage Lending & Predatory Lending (Finance), 3 hours Residential Real Estate Elective Topics, Entry Realty School, LLC
- 44. *58861 Loan Programs and Products (Finance), 3 hours Residential Real Estate Elective Topics, Entry Realty School, LLC
- 45. *58863 Mortgage & Real Estate Fraud (Other Real Estate Related, 2 hours Residential Real Estate Elective, Dulles Area Association of Realtors

Two original post license education applications for schools with pending applications were approved:

- 1. *58667 25 Tough Market Home Selling Secrets (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Richey Resources
- 2. *58835 CMA vs. Appraisal (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Continental Appraisal Consultants, LTD

D. Ten Limited Service Agency Course Applications were reviewed. Of these courses:

Two original limited service agency courses applications for approved schools were approved:

- 1. 58699 Limited Service Agency, 2 hours Limited Service Agency, Moseley Real Estate Schools, Inc.
- 2. 58836 Limited Service Agency (On-line), 2 hours Limited Service Agency, American School of Real Estate Express

8 previously approved Limited Service Agency course applications for approved schools were approved:

- 1. 58652 Limited Service Agency (On-line), 2 hours Limited Service Agency, Moseley-Dickinson Academy of Real Estate
- 2. 58658 Limited Service Agency (On-line), 2 hours Limited Service Agency, New Millennium University

3. 58663 Limited Service Agency (On-line), 2 hours
Limited Service Agency, RAR
4. 58664 Limited Service Agency (On-line), 2 hours
Limited Service Agency, Coldwell Banker
Residential Brokerage School of RE
5. 58679 Limited Service Agency (On-line), 2 hours
Limited Service Agency, American Business
College, Inc.
6. 58687 Limited Service Agency (On-line), 2 hours
Limited Service Agency, Cooke Real Estate
School Headquarters, Inc.
7. 58787 Limited Service Agency (On-line), 2 hours
Limited Service Agency, NRVAR
8. 58864 Limited Service Agency (On-line), 2 hours
Limited Service Agency, Central Virginia
School of Real Estate

E. One original application for a Salesperson Pre-licensing course for an approved school was considered and approved:

1. Principles and Practices of Real Estate (on-line),
Allied Business Schools, Inc.

F. 18 Pre-Licensing Instructor Applications were considered and approved:

1. Christal L. Watson
2. James B. Rake
3. Michelle L. Robertson
4. Teresa L. Cline
5. Patricia P. Lawless
6. Roger L. Smith (Expert)
7. R. Peter Mooz
8. Sarah E. Stelmok
9. Kenneth A. Letner
10. James D. Golden
11. Annette L. Rooney (Expert)
12. Branden A. Goldizen
13. Scott D. McClaine, Jr.
14. Bernice B. Brown
15. Eugene A. Mason
16. Judith M. Laxague (Expert)
17. Jeremy J. Gaudreau (Expert)
18. David G. Bridges, Jr.

G. 53 Continuing and Post License Education Instructors were approved to teach previously approved continuing and post license education courses:

1. **Jimmy Gillerlain**, 56178 (Rose & Womble Listing Process), Alpha College of Real Estate
2. **Charlene Reilly**, 57266/57267 (Home Inspections), 56921/56922 (Fair Housing), 57585/57586 (Foreclosure, REOs and Short Sales - A Primer), 57497/57498 (New VA Residential Property Disclosure Statement), 56405 (2007 New Agency Law in VA), 57499/57500 (Newest Appraisal & Financing Contingencies), 56164/56165 (Fair Housing Act Seminar), 56403/56404 (Agency Law Demystified), 52543 (Congratulations You Got the Listing), 52283 (Contracts with Escalators), 55839/55840 (Earnest Money Deposits), 56402/56550 (Ethics for RE Agents - The Basics), 52542 (IRC 1031 Tax Deferred Exchanges), 55557/55558 (New Regional Sales Contract - Primer), 55555/55556 (New Regional Sales Contract), 52544 (Unconventional Transactions - A Primer), 52282/53289 (Unconventional Transactions), 57201/57202 (What is Delivery?), 56585/56586 (Limited Service Agency), 57203/57204 (Bankruptcy and Foreclosure), 56551/56552 (Contract for Deed - An Overview), 56593/56594 (Title Insurance - What is It?), 56919/56920 (Ethics for RE Agents), 57587/57588 (Foreclosures, REOs, Short Sales), 57239/56819 (Foreign Sellers and Buyers), 57254/57255 (Navigating the VA Juris. Addendum), 57256/57257 (Mold: A Growing Problem), 56166/56167 (Understanding Your upcoming VA Transaction), 57923/57924 (NVAR's 2008 Contingencies/Clauses Add. Sales Cont), 57919/57920 (NVAR's 2007 Listing Agreement), 57921/57922 (New Forms for 2008), 57578/57589 (New 2006 Regional Sales Contract), 58399/58400 (Legal Updates and Emerging Trends), 58406/58407 (Highlights of NVAR's 2006 Regional Sales Contract), MBH Settlement Group, LC
3. **Larry Foster, Jr. and Jon Wolford**, 56351/56352 (Contract Presentation and Negotiation 901), Long & Foster Institute of Real Estate
4. **Michael Adams, Cindy Adams, Barry Albright, Guy Allen, Nardos Assegahegn, Sandra Baldwin, Barbara Blackburn, David G. Bridges, Sr., David G. Bridges, Jr., Lois Jean Buono, Leeann Carolla, Claudell O. Claiborne, William Crespo, Jr., Donald DeBragga, Paul Delkaso, Steve A. Earhart, David Eary, Lucy Gimbel, Sarah Catherine Gordon, Patrick Hallesy, Derick Hammond, Shawn Harris, Pamela Harvey, Austin Haynes, Timothy Horinko, Richard Hyde, Tanya Michele Judon-Winston, Debora Mabry, Stephen Mayes, Jeffrey Mays, Kerry Medaris, Leona Nutter, Rajesh Patel, Donna Paton, Wendy Powers, Mary Randle, Charles Michael Reed, Jerry Richards, Barbara Selje, Vicki Shoemaker, Michelle Caldwell Thompson, John Torrey, Michael Sean Van Ness, David Wiggins and Peter Wyatt**, 53758/53756 (Agency Law), 53780/53781 (Ethics and Standards of Conduct), 53748/53749 (Fair Housing), 53772/53773 (Finance), 53762/53763 (Land Use Issues), 53776/53777 (Offer to Purchase), 53742/53743 (Property Law), 53764/53765

(Property Valuation and Listing Process), 53756/53755 (Real Estate Law), 53750/53751 (Technology), Moseley Real Estate Schools, Inc.

5. **Cindy Adams, Guy Allen, Nardos Assegahegn, Sandra Baldwin, David G. Bridges, Sr., David G. Bridges, Jr., Claudell O. Claiborne, William Crespo, Jr., Paul Delkaso, Lucy Gimbel, Sarah Catherine Gordon, Derick Hammond, Tanya Michele Judon-Winston, Rajesh Patel, Donna Paton, and John Torrey**, 58545 (Cases in Advertising and Communication), 58547 (Cases in Agency Initiation, Supervision & Management), 58551 (Cases in Escrow Management), 58553 (Cases in Improper Dealing and Financial Management), 58549 (Cases in Improper Disclosure & Disclosure Management), 58587 (Cases in Improper Listing, Leasing and Commissions), 58585 (Cases in Personal Misconduct and Proper Supervision), Moseley Real Estate Schools, Inc.
6. **Michael Adams, Cindy Adams, Barry Allbright, Guy Allen, Nardos Assegahegn, Sandra Baldwin, David G. Bridges, Sr., David G. Bridges, Jr., Lois Jean Buono, Leeann Carolla, Claudell O. Claiborne, William Crespo, Jr., Donald DeBragga, Paul Delkaso, David Eary, Lucy Gimbel, Sarah Catherine Gordon, Derick Hammond, Shawn Harris, Austin Haynes, Richard Hyde, Tanya Michele Judon-Winston, Stephen Mayes, Kerry Medaris, Rajesh Patel, Donna Paton, Wendy Powers, Mary Randle, Charles M. Reed, Jerry Richards, Barbara Selje, Michelle Thompson, John Torrey, Michael Sean Van Ness and David Wiggins**, 57941 (Cases in Agent Misconduct), Moseley Real Estate Schools, Inc.
7. **John G. "Chip" Dicks**, 56411/56412 (Limited Service Agency), VAR
8. **Constance J. Vandervelde**, 54829/54830 (Fair Housing), Alpha College of Real Estate
9. **Gian Hasbrock**, 54333/54334 (Housing Construction as a Selling Tool), Alpha College of Real Estate
10. **Jill Malloy**, 57611 (Positive Leadership), 57612 (The Profitable Office), 57613 (Recruiting in the Real World), Long & Foster Institute of Real Estate

H. Other Business

1. The Committee reviewed the number of continuing education classroom hours required by Maryland, North Carolina, West Virginia and Washington D.C. for license renewal
2. The Committee requested that staff investigate the meaning of the term "expertise" as used in 18 VAC 135-20-360.B.d and 18 VAC 135-20-360.C of the Board's

Regulations and that staff contact some other states to discover their standards for approving pre-license education instructors and report these findings to the Committee at its November 5, 2008, meeting.

- I. There being neither further business nor public comment, the meeting adjourned at 4:05 p.m.

* Companion Course Application Files